

## Message Text

UNCLASSIFIED

PAGE 01 SAN JO 00852 221617Z  
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W  
-----117474 221628Z /53

P R 221410Z FEB 78  
FM AMEMBASSY SAN JOSE  
TO USDOC WASHDC VORITY  
INFO SECSTATE WASHDC 0286

UNCLAS SAN JOSE 0852

FOR ITA/BED/W A DONAHOE

E.O. 11652: N/A  
TAGS: BEXP CS  
SUBJ: PROPOSED EXPORTER/AGENT INFORMATION SYSTEM

REF: 77 STATE A-4335

1. EMBASSY SAN JOSE VERY INTERESTED IN RECEIVING E/AIS UNIT.  
BELIEVES EXISTENCE OF SUCH A UNIT COULD CUT DOWN ON NUMBER OF REQUEST  
S

FOR TOPS WHERE LOCAL COMPANY'S PRIME INTEREST IS LIMITED TO OBTAINING

CATALOGS. E/AIS UNIT COULD ALSO ASSIST TOPS INQUIRER WITH VAGUE  
IDEA OF WHAT IS NEEDED TO SOLIDIFY/NARROW DOWN RANGE OF THE INQUIRY.

2. SPACE CURRENTLY NOT AVAILABLE IN COMMERCIAL UIMTION (CS) FOR  
E/AIS UNIT, BUT WOULD BE FOUND IF UNIT WAS OFFERED. COMMERCIAL  
LIBRARIAN/RECEPTIONIST AND TWO FSL COMMERCIAL SPECIQUVISTS WOULD BE  
DESIGNATED TO ASSIST POTENTIAL BUYERS.

3. LOCAL BUSINESS COMMUNITY HAS FREE ACCESS TO CS EMBASSY/CS ARE  
LOCATED IN HEARTH OF SAN JOSE AND CS HAS CONSTANT HEAVY STREAM OF  
VISITORS/LETTERS/PHONE CALLS. DURING CY 77, CS DAILY AVERAGED 10-  
20 VISITORS, 5-10 LETTERS, 10-20 PHONE CALLS.

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4. NO SIMILAR PRIVATE SECTOR SERVICE EXISTS.

5. POST RECOGNIZES THAT OTHER, LARGER EMBASSIES HAVE STRONGER CLAIM  
TO LIMITED SUPPLY OF E/AIS UNITS. FOR SAN JOSE BEST ADJACENT  
COUNTRY PLACEMENT WOULD BE PANAMA. MEMBERS OF LOCAL BUSINESS COM-  
MUNITY TEND TO TRAVEL TO US AND PANAMA ON BUYING TRIPS, MORE SO  
THAN TO REST OF CENTRAL AMERICA OR MEXICO. OF COURSE, DEGREE OF

USAGE BY LOCAL BUSINESSMEN WOULD DECREASE AS DISTANCE FROM SAN JOSE INCREASED.

6. IF NOT CHOSEN, EMBASSY WOULD LIKE TO RECEIVE REGULARLY UPDATED INDEX OF VENDORS AND INDEX OF PRODUCTS DISPLAYED. THESE COULD BE USED TO GUIDE BUSINESS VISITORS TO COMPANIES KNOWN TO BE INTERESTED IN EXPORT. EMBASSY WOULD ALSO APPRECIATE ABILITY TO REQUEST COPIES OF PAGES OR ENTIRE CATALOGS FROM NEAREST E/AIS UNIT, AS NEEDED.

7. SINCE E/AIS UNIT WOULD NOT BE PORTABLE, EMBASSY SUGGESTS FILM BE DEVELOPED FOR PROMOTING AVAILABILITY OF THIS UNIT TO MEMBERS OF LOCAL BUSINESS COMMUNITY.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 feb 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Retention:** 0  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
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